

# Welcome to GSA Fleet's Desktop Workshop



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Additionally, a copy of the presentation along with a certificate will be emailed after the session.



**Questions:** Use the Q&A window to ask questions at any time. You may get a typed response or it may be answered aloud at the end of the presentation.



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Recordings of GSA Fleet Desktop Workshops are available at: <http://bit.ly/DtWRecordings>

# Desktop Workshop

## FY2022 Telematics Updates

You can download a copy of this presentation at: <https://www.gsa.gov/gsa-fleet-training>

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**May 4 , 2022**

**May 10, 2022**

# Agenda

- 1. Telematics Program Overview & Service Features**
- 2. Retrofit Request Process**
- 3. New OEM Telematics Offering**



# Telematics Program Overview & Service Features

# GSA Fleet Telematics

**THE ONLY...**

Fully Integrated,

FedRAMP Authorized,

Shared Service,

Cradle-to-Grave Managed

**...TELEMATICS PROGRAM IN THE FEDERAL  
GOVERNMENT**

# What is Telematics and Why Telematics?

- Science of **tele**communications and **informatics** via wireless transmission of generated vehicle data
- Unique insights into vehicle use and operations federal fleet managers would otherwise not have



# Also Why Telematics?

## E.O. 14057

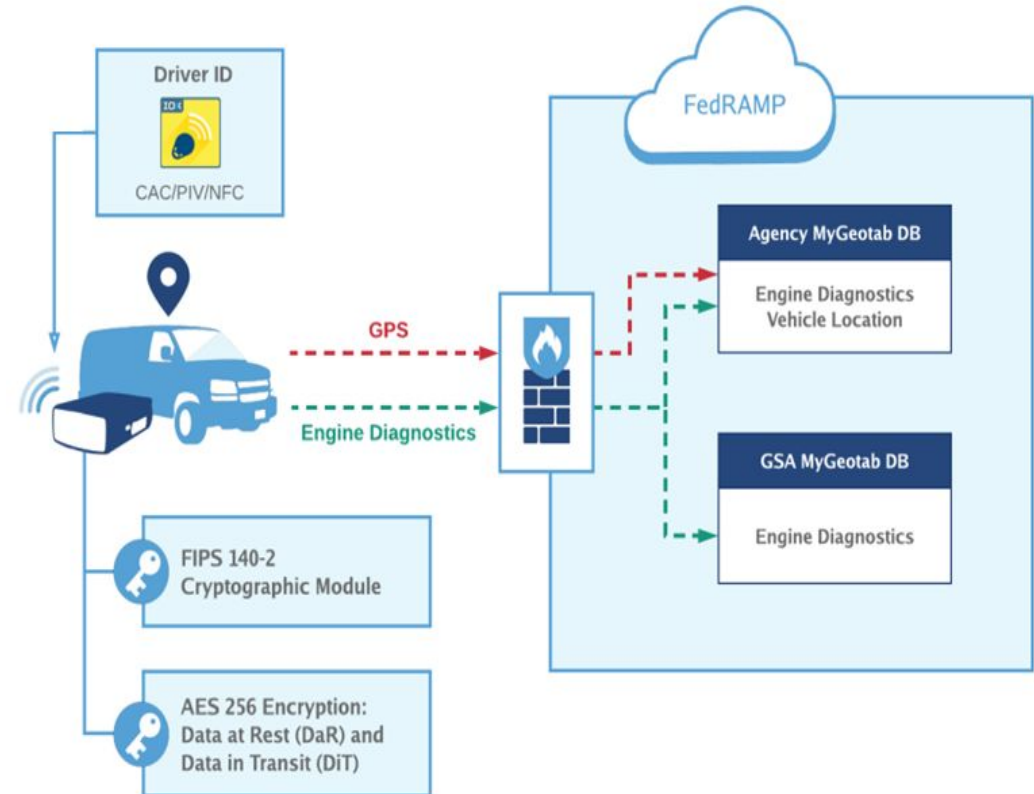
### *Catalyzing Clean Energy Industries and Jobs Through Federal Sustainability*

- Memorandum provides agencies further requirements to meet the goal of the Order
  - C. Transitioning to a Zero-Emission Fleet
    - 3. Fleet management
      - ***b) Deploy vehicle telematics and collect and use fleet operational data to inform fleet planning and vehicle acquisition strategies***

# Cybersecurity Controls



- Full FedRAMP Moderate Level Certification
  - NIST 800-53
  - 325 individual controls
- FIPS 140-2
- AES 256/Data at Rest/Transit
- HERO Certification

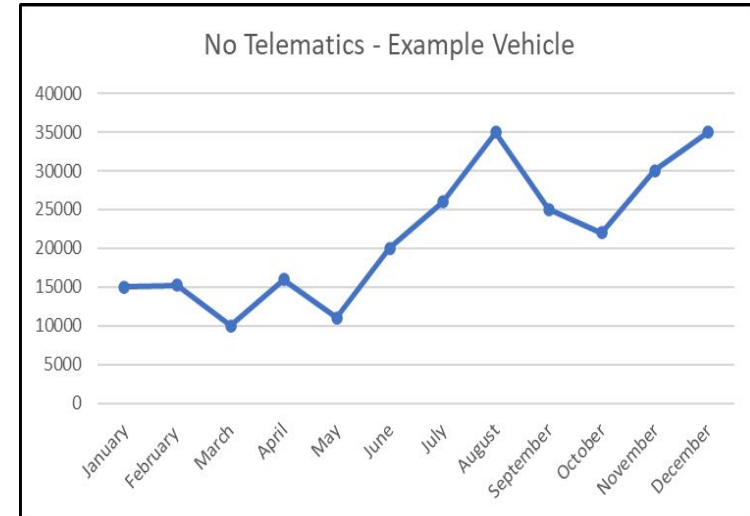




# Primary GSA Fleet Use

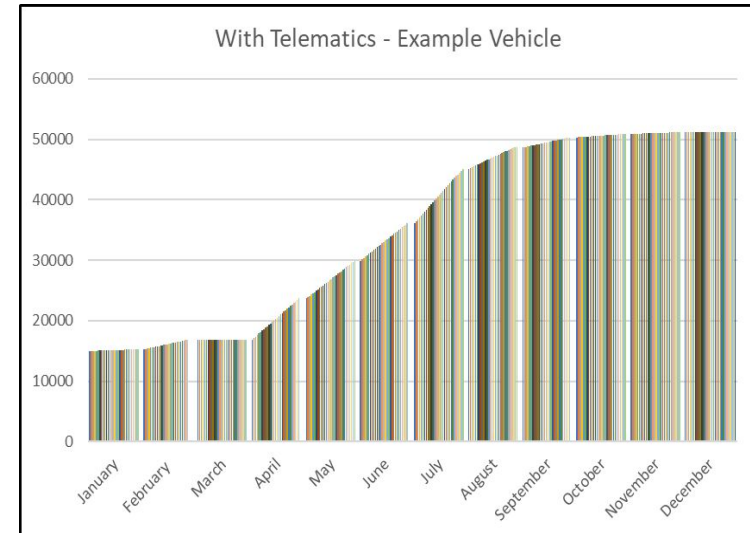
## Without Telematics

- Some fluctuations as reported, used for mileage rate calculations
- Only a monthly snapshot of utilization
- System estimates when mileages go unreported



## With Telematics

- Huge time savings through automation
- No monthly mileage estimates; DAILY utilization
- More reliable projected replacement dates/criteria



# What the Program is Not

- GSA Fleet is not “Big Brother”
  - GSA does NOT have access to GPS
  - Explicit written consent from leasing agency required
- Not for agency owned vehicles
  - GSA Multiple Award Schedule options available
- Not limited to specific category of vehicle
  - HD vehicles supported
  - LE vehicles supported



# Overview

- **No procurement activities required by fleet leasing agencies!**
- Hardware and Installations facilitated by GSA
- Telematics data summarized & provided on agency-specific reports
- Fully integrated into existing leasing services
- *Optional* subscription with billing through monthly fleet leasing invoice

# Service Comparison

## GSA Fleet's Basic Service

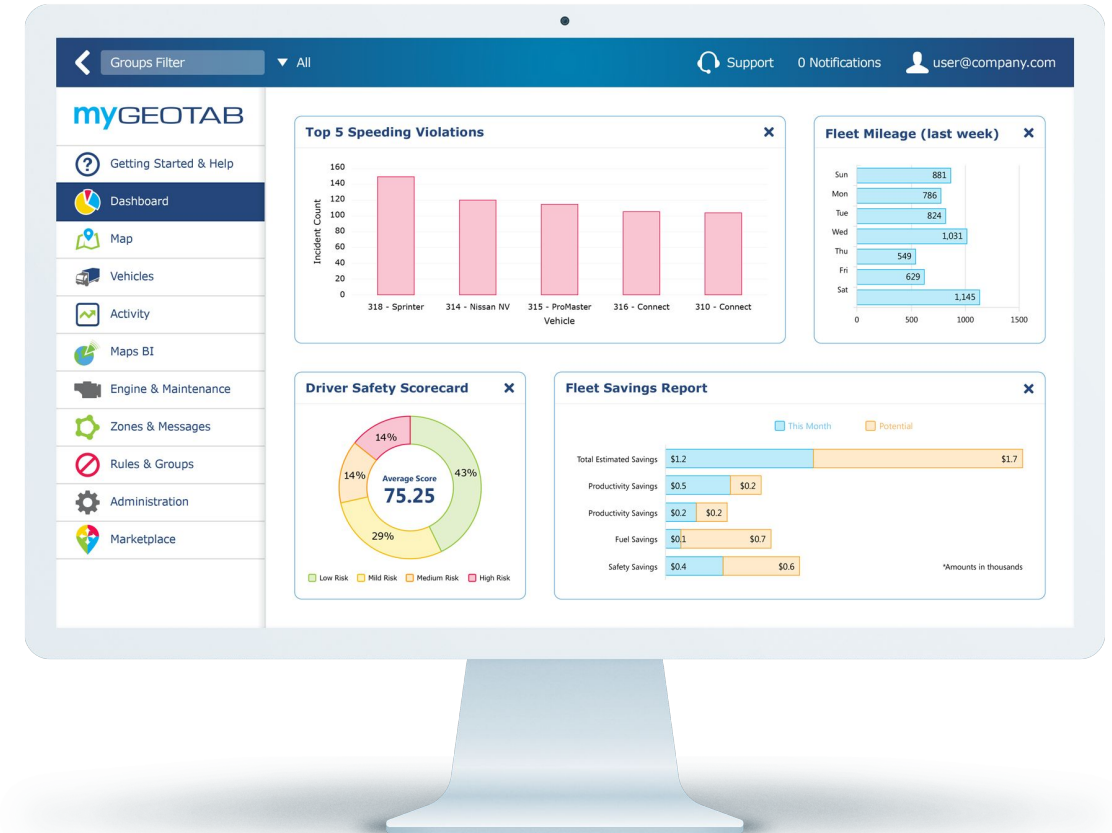
- Automated mileage reporting
- No GPS data
- Engine diagnostic data, EV charging, and fault codes

## Agency "ProPlus" Service (Subscription)

- GPS capability
- Accident reconstruction
- Advanced reporting
- Driver coaching/management
- MyGeotab Portal
- API Integration
- Mapping and Geofencing
- And much more!

# ProPlus Subscription Portal

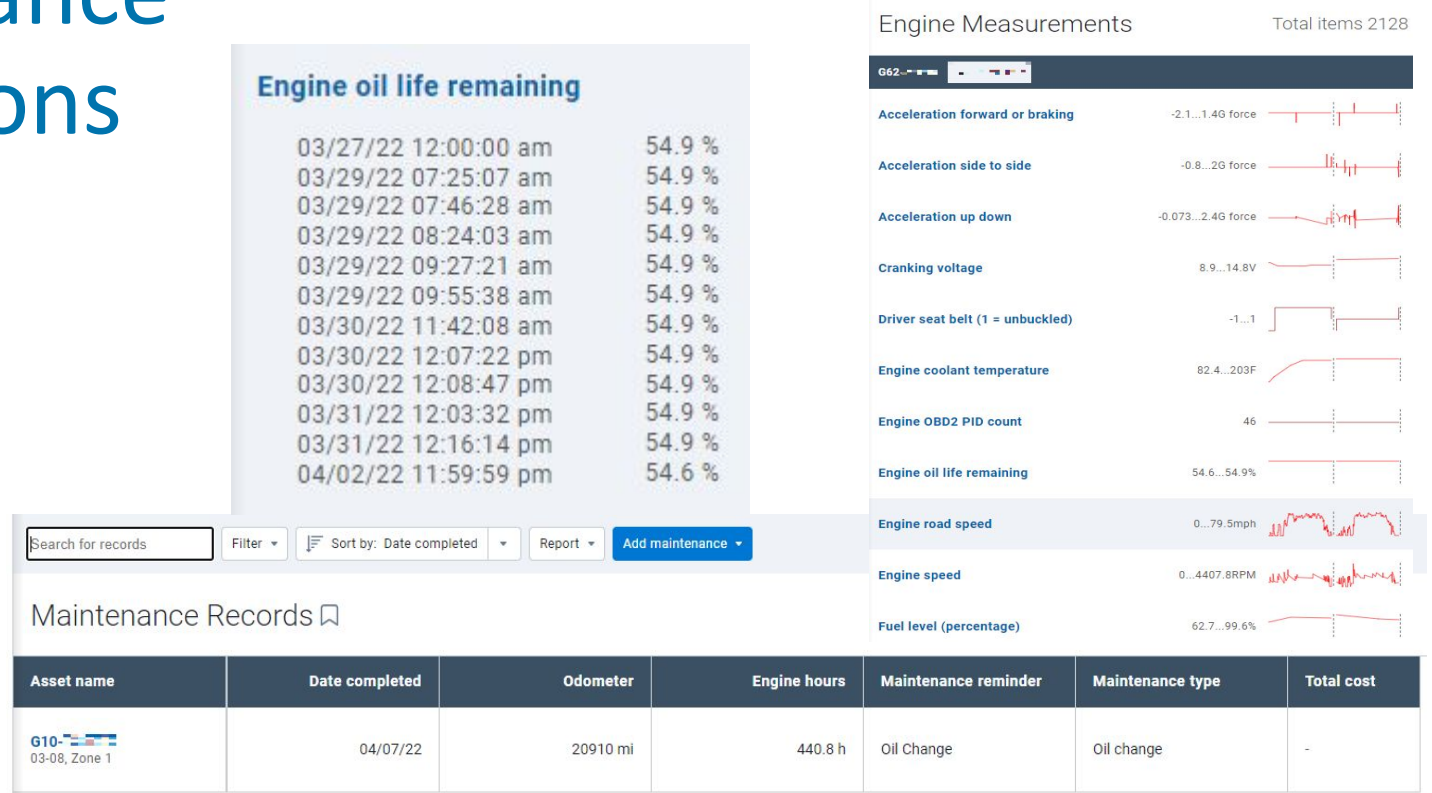
- Automation
  - mileage reporting
  - dashboards/reports
- Custom View
  - User preferences
- At-A-Glance
  - Simplified Fleet Management
  - Easily exportable
- Near Real-time
  - Updated every 30 min





# Engine Diagnostics and PMs

- Example of one engine data points that used by Preventive Maintenance
- Alerts and notifications
  - Automate PMs
  - No guesswork
  - Raw data



# Data Ingestion

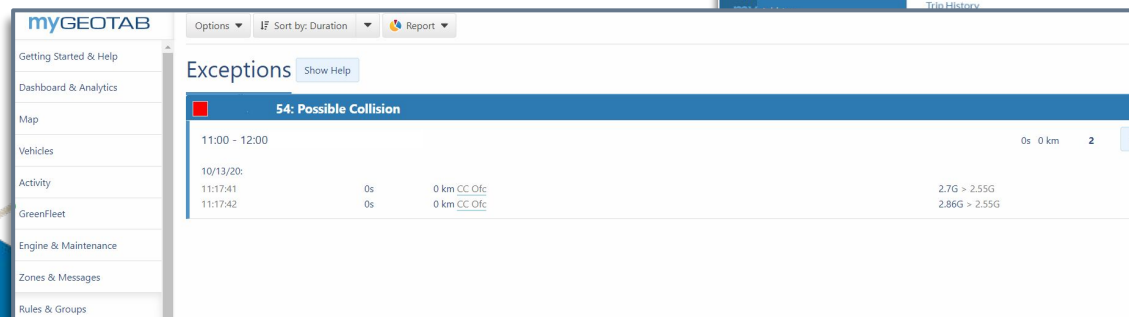
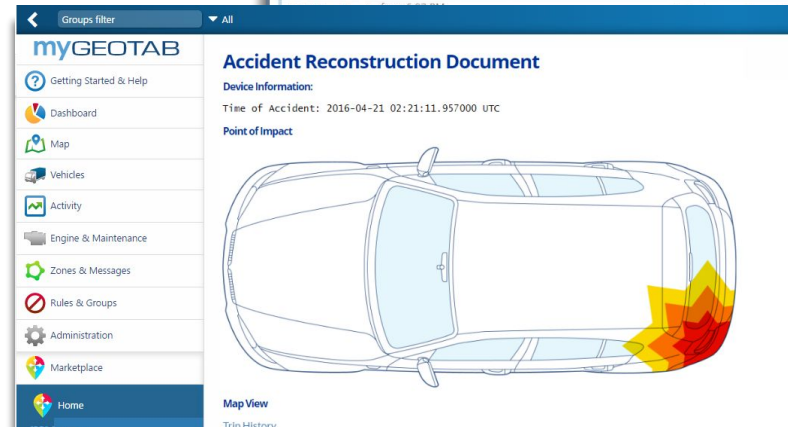
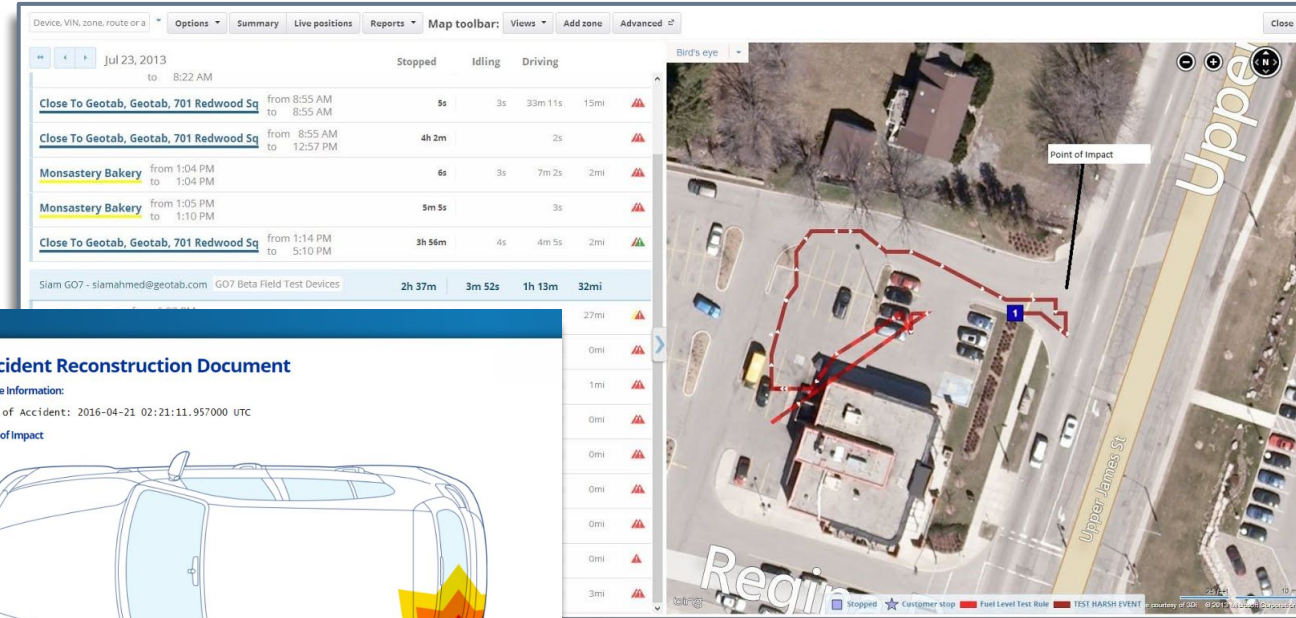
Seamless access to your own data

- Software Development Kit & APIs
- Agency specific
- Mandate Compliance
- Subject to processes review



# Accident Reconstruction

- Collision Reconstruction
  - Pinpoint data, driver exoneration
- Speed Data
- Accelerometer Data
- Engine RPM Data
- Snapshot pre/post impact





# EV Suitability Assessment (EVSA)

Use telematics from current vehicles (gas, diesel, hybrid) to identify which are best suited for EV replacement

Shows a fleet how to go electric successfully, customized for them.

1

Select your fleet vehicles to assess, the EVs to consider, and cost defaults

2

EVSA analyzes your fleets' telematics historical data

3

The assessment pinpoints the vehicles in your fleet suitable for EV replacement

**Data-driven recommendations using telematics driving profiles\***

**\*A dedicated ProPlus telematics subscription is required to take advantage of EVSA**

# Cost Overview

- **No cost** if customer subscription not activated
- No hardware cost or installation costs\*
- Only \$13 per month/per vehicle for GSA Telematics Subscription
  - Includes training, hardware, shipping, and warranty replacements
  - **No** minimum subscription period
  - Charges **fully integrated** as line items under fleet leasing invoice
- ~20% savings over comparable GSA MAS IT Offerings

\*Optional NFC and Key fobs addons incur additional costs



# How Do I Subscribe?

- For ProPlus subscription requests, please contact [fleetsolutions@gsa.gov](mailto:fleetsolutions@gsa.gov)
- Provide the following information:
  - **Agency**
  - **Site Name if Applicable**
  - **Contact information for all personnel who require initial access**
    - Future access can be provided at any time; no limit to number of users
  - **All device serial numbers you would like subscriptions activated on**
- Additional subscription requests submitted to [fleetsolutions@gsa.gov](mailto:fleetsolutions@gsa.gov)

# Retrofit Request Process

# Telematics Retrofit Process

- GSA Fleet Customer Letter Sent January 2022
- Prescreened entire inventory for eligibility
- Bottom-up approach with requests made at the local fleet manager
- Contact your GSA FSR
- Address and POC information verified and devices shipped
- Listed emails receive FedEx tracking information
- Geotab will reach out to listed POCs to coordinate installation

# New OEM Telematics Offering

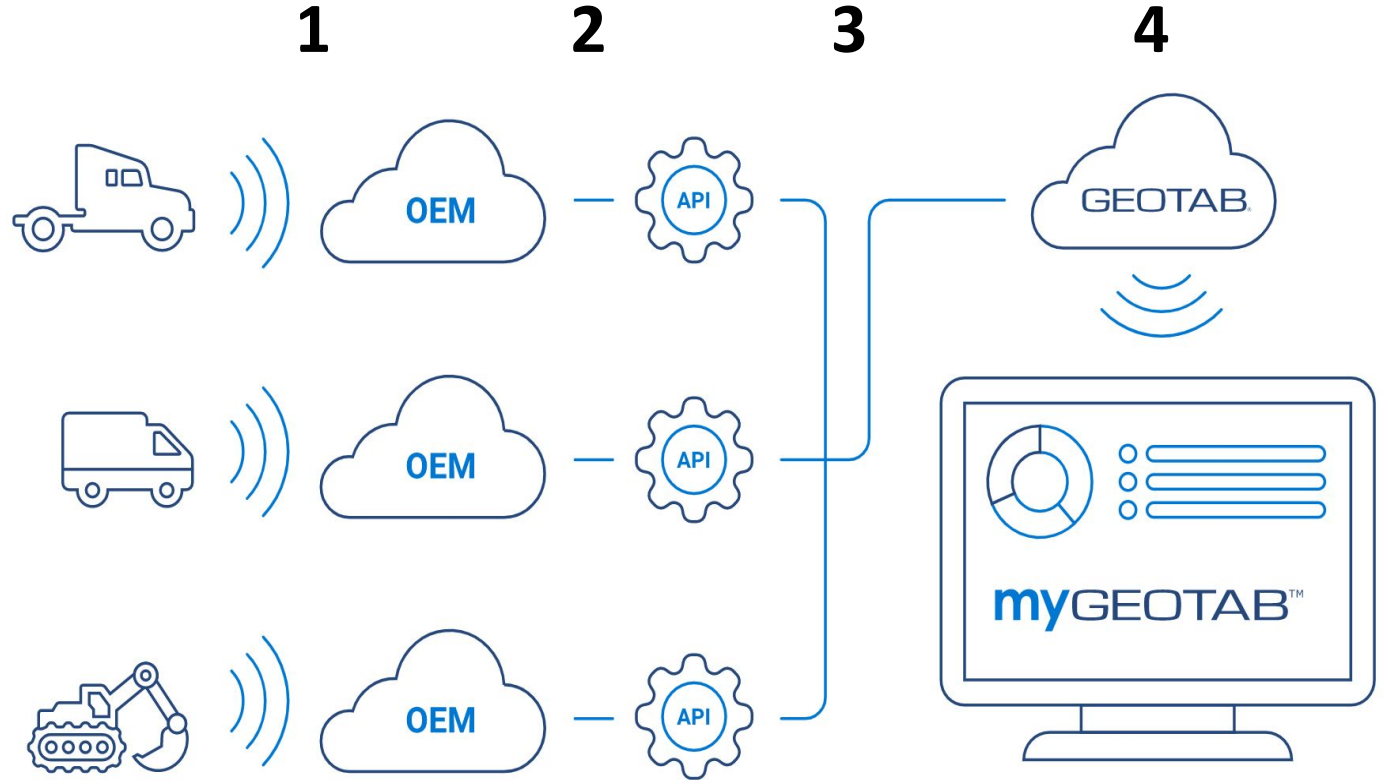
# OEM Offering Background

- Significant reduction of the administrative and operational burdens of using Geotab aftermarket hardware
- Eligibility includes most NMY vehicles for Ford and GM, and many older Models/MYs from these manufacturers as well
- **Opportunity to grow telematics deployment significantly while also avoiding installations**
- 62% of all vehicles sold worldwide in 2020 were equipped with OEM embedded telematics
- 8 in 10 vehicles manufactured in 2024 will have embedded telematics

# OEM Telematics

## What is it and how does it work?

1. Vehicles collect data and upload it to an OEM cloud
2. OEM data is transferred to Geotab's FedRAMP Data cloud
3. Geotab standardizes the data from all sources
4. Data is funneled into a single platform





2019 CHEVY IMPALA Company group

Acceleration forward or braking



Acceleration side to side



Acceleration up down



Altitude above mean sea level



Average fuel economy



Driver seat belt (1 = unbuckled)



Engine coolant temperature



Engine oil life remaining



Engine operational time



Engine road speed



Engine speed



Fuel level (percentage)



# OEM Data Validation

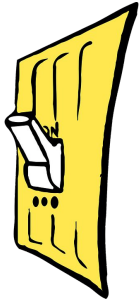
Data that is captured via the OEM hardware is now integrated into the Geotab database and can be viewed seamlessly alongside data captured by a GO9 device

# Advantages to OEM telematics



- **Cost advantage**

- No device hardware or installation costs.
- No need to ship defective devices (free devices under warranty)
- Installation Cost Savings (pass savings on to customer agencies)



- **Flip the switch**

- Easy remote, contactless activation and no hardware installation means no downtime.

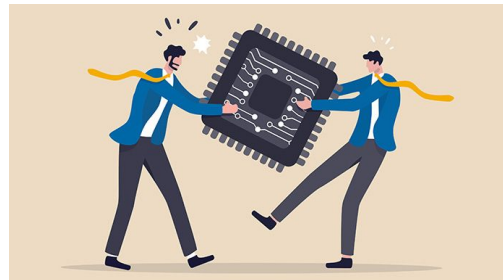


- **Access to rich, proprietary data**

- Access OEM-specific vehicle information from built-in, tamper-proof OEM hardware and sensors.

# Supply Chain Difficulties

- Massive global chip shortage; Geotab device orders are taking several months to complete
- OEM Telematics will significantly reduce the burdens of ordering, sourcing, fulfilling, tracking, installing, monitoring and troubleshooting Geotab aftermarket hardware
- Growing trend in automotive industry of factory embedded hardware being used for data collection



# Physical Device vs Integrated OEM Hardware

	GO9 Device	OEM Solution
Customer waivers still apply?	Y	Y
Default Subscription Included in Lease Rate	Y	Y
Added ProPlus Capabilities	Y	Y
ProPlus Cost	\$13/veh/month	\$13/veh/month
Install Required?	Y	N
Subject to supply chain risks	HIGH	LOW
Hardware troubleshooting risks	MODERATE	LOW

# OEM Solution Caveats

## DATA

**Accident Reconstruction  
Data**

**ZEV and EVSE related  
charging events  
(currently) more limited**

## Installs

**Chevy  
Colorado**



**Chevy  
Silverado**



**PHEV  
and BEV  
models**



# Vehicle Eligibility



- Available on *some* 2019 and all 2020 and newer models
- ~26,000 eligible vehicles currently in GSA Fleet



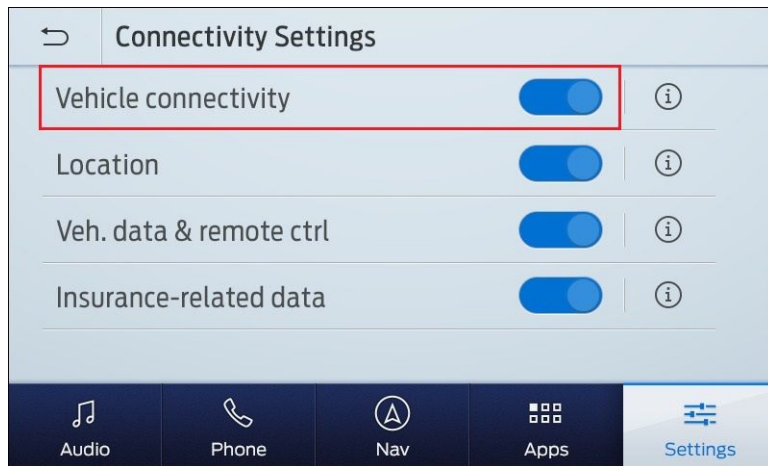
- Available on 2015 and new models equipped with OnStar\*
- ~25,000 eligible vehicles currently in GSA Fleet

\*Chevy Colorado and Silverado models not eligible

# Potential Actions at the Vehicle

## Ford

### Ford Customer Connectivity Settings (CCS)



## General Motors

### Blue Button Key Press (BBKP)



Neither of these actions are time consuming and only require light navigation of the vehicle's infotainment system.

# OEM Offering Cybersecurity

- In order to replicate this commercial partnership (between OEMs and Geotab) for use in the federal space, 3PAO & FedRAMP assessments were performed and a Significant Change Request (SCR) was submitted to GSA's OCISO
- They determined that the OEM solution has no impact on Geotab's FedRAMP Authorization
- In addition, OEM telematics cannot be removed in the event a vehicle is stolen and much more difficult to be tampered with



# What needs to happen if a Geotab telematics device is installed in an OEM telematics capable vehicle?

- GSA will reach out to the marshaller and remind them of OEM telematics and which vehicles are excluded from GO9 installation. GSA will determine which device (GO9 or OEM embedded) will stay live on a case by case basis.
- In most cases we will keep the device installed in the vehicle and remove the OEM telematics designation in our systems.



# GSA Fleet Drive-thru Reports

Select fields you would like displayed in your report

## Vehicle Inventory System

Select the fields you would like displayed in your report

### ☐ Vehicle Information (select all)

- |   |   |   |
|---|---|---|
| <input checked="" type="checkbox"/> Vehicle Class & Tag | <input type="checkbox"/> Make (Manf Name)     | <input type="checkbox"/> Std Item Number (SIN)            |
| <input checked="" type="checkbox"/> VIN                 | <input type="checkbox"/> Model Name           | <input type="checkbox"/> Fuel Type                        |
| <input type="checkbox"/> Vehicle Type                   | <input type="checkbox"/> Model Year           | <input type="checkbox"/> Fuel Capacity                    |
| <input type="checkbox"/> Vehicle Color                  | <input type="checkbox"/> Date Assigned        | <input type="checkbox"/> Engine Type                      |
| <input type="checkbox"/> State Tag                      | <input type="checkbox"/> Previous Class & Tag | <input type="checkbox"/> Oil Life Sensor                  |
| <input type="checkbox"/> State Tag Expiration Date      |   | <input type="checkbox"/> Gross Vehicle Weight Rate (GVWR) |

### ☐ Fuel Economy / Environmental Information (select all)

- |   |  |  |
|---|--|--|
| <input type="checkbox"/> City MPG (Primary/Conventional Fuel)             | <input type="checkbox"/> City MPG (Secondary/Alternative Fuel)             | <input type="checkbox"/> City MPG (Electric)             |
| <input type="checkbox"/> Highway MPG (Primary/Conventional Fuel)          | <input type="checkbox"/> Highway MPG (Secondary/Alternative Fuel)          | <input type="checkbox"/> Highway MPG (Electric)          |
| <input type="checkbox"/> Combined MPG (Primary/Conventional Fuel)         | <input type="checkbox"/> Combined MPG (Secondary/Alternative Fuel)         | <input type="checkbox"/> Combined MPG (Electric)         |
| <input type="checkbox"/> Greenhouse Gas Score (Primary/Conventional Fuel) | <input type="checkbox"/> Greenhouse Gas Score (Secondary/Alternative Fuel) | <input type="checkbox"/> Greenhouse Gas Score (Electric) |

### ☒ Telematics Information (select all)

- |   |  |   |
|---|--|---|
| <input checked="" type="checkbox"/> Telematics Installed                    | <input checked="" type="checkbox"/> Package Description                    | <input checked="" type="checkbox"/> Ancillary Activation Date |
| <input checked="" type="checkbox"/> Serial Number                           | <input checked="" type="checkbox"/> Package Monthly Rate                   | <input checked="" type="checkbox"/> Telematics Odometer       |
| <input checked="" type="checkbox"/> Customer Subscription Activated         | <input checked="" type="checkbox"/> Ancillary Service/Hardware Description | <input checked="" type="checkbox"/> Telematics Odometer Date  |
| <input checked="" type="checkbox"/> Customer Subscription Activation Date   | <input checked="" type="checkbox"/> Ancillary One-Time Fee                 | <input checked="" type="checkbox"/> Telematics Odometer Time  |
| <input checked="" type="checkbox"/> Customer Subscription Deactivation Date | <input checked="" type="checkbox"/> Ancillary Monthly Rate                 | <input checked="" type="checkbox"/> Telematics Exempt         |

# Drive Thru Report

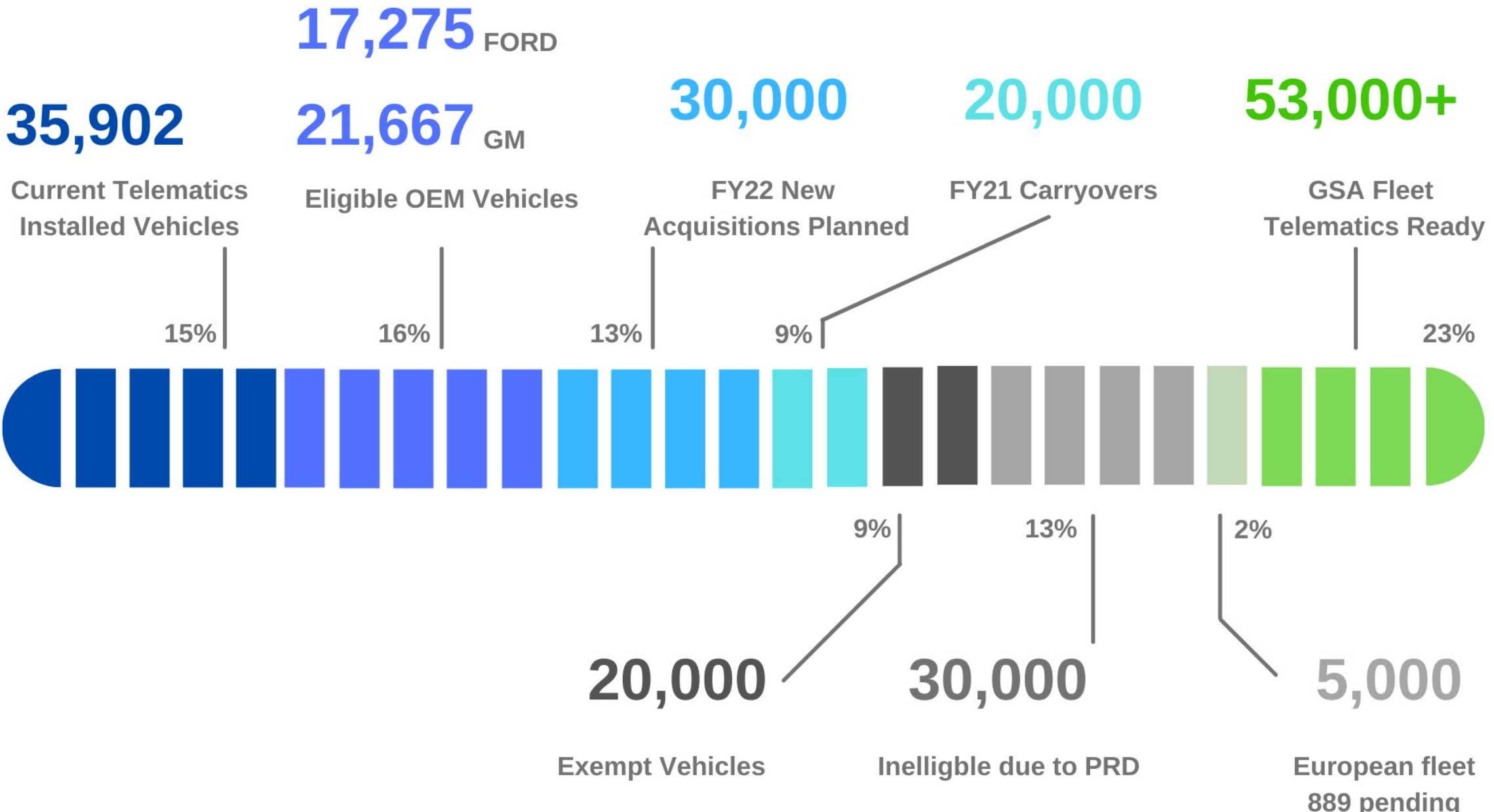
FY2022 Inventory Report - Customize

Agency XXX

By Email to: ABC.XYZ@GSA.GOV

Class-Tag	VIN	Make (Manf Name	Model Name	Model Year	Telematics Installed	Serial Number	Customer Subscription Activated	Customer Subscription Activation Date	Package Description	Package Monthly Rate	Telematics Odometer	Telematics Odometer Date	Telematics Odometer Time
		CHEVROLET	K2500HD	2021	Y	G9C	Y	5/1/2021	PROPLUS	13	4659	4/25/2022	19:28:18:19
		HYUNDAI	KONA	2021	Y	G9B				0	2827	4/25/2022	19:28:18:19
		GMC	ACADIASLE	2019	Y	CO				0	35125	4/25/2022	19:28:18:19
		CHRYSLER	VOYAGER	2021	Y	G9B				0	248	4/25/2022	19:28:18:19
		FORD	EDGE	2021	Y	DW				0	911	4/25/2022	19:28:18:19
		CHRYSLER	VOYAGER	2021	Y	G9B				0	1858	4/25/2022	19:28:18:19
		CHRYSLER	VOYAGER	2021	Y	G9B				0	4385	4/25/2022	19:28:18:19
		RAM	1500	2019	Y	G9B	Y	5/1/2021	PROPLUS	13	9478	4/25/2022	19:28:18:19
		FORD	EXPEDITION	2012	Y	G9B	Y	5/1/2021	PROPLUS	13	34222	4/25/2022	19:28:18:19
		DODGE	1500	2011	Y	G9B	Y	5/1/2021	PROPLUS	13	45904	4/25/2022	19:28:18:19
		CHEVROLET	MALIBU	2020	Y	G9B	Y	4/1/2021	PROPLUS	13	4725	4/25/2022	19:28:18:19
		FORD	FUSIONHEV	2020	Y	G9B	Y	4/1/2021	PROPLUS	13	2104	4/25/2022	19:28:18:19
		FORD	FUSIONHEV	2020	Y	G9B	Y	4/1/2021	PROPLUS	13	803	4/25/2022	19:28:18:19
		FORD	FUSIONHEV	2020	Y	G9B	Y	4/1/2021	PROPLUS	13	1829	4/25/2022	19:28:18:19
		FORD	FUSIONHEV	2020	Y	G9B	Y	4/1/2021	PROPLUS	13	1378	4/25/2022	19:28:18:19
		FORD	FUSIONHEV	2020	Y	G9B	Y	5/1/2021	PROPLUS	13	2892	4/25/2022	19:28:18:19
		FORD	FUSIONHEV	2020	Y	G9B	Y	4/1/2021	PROPLUS	13	2964	4/25/2022	19:28:18:19
		FORD	FUSIONHEV	2020	Y	G9B	Y	4/1/2021	PROPLUS	13	1867	4/25/2022	19:28:18:19
		FORD	FUSIONHEV	2020	Y	G9B	Y	4/1/2021	PROPLUS	13	2580	4/25/2022	19:28:18:19
		FORD	FUSIONHEV	2020	Y	G9B	Y	4/1/2021	PROPLUS	13	1506	4/25/2022	19:28:18:19

# Telematics Deployment





# Main Takeaways

- Telematics will ultimately help you better understand and utilize your fleet
- GSA is NOT big brother. Our main priority is asset (vehicle) protection and maintenance
- Basic telematics data is free, more robust collection is \$13/veh/month
- As of April 2022, eligible Ford and GM vehicles will be activated using OEM technology
- Vehicles with active OEM telematics are now visible in Drive-Thru



# Resources

- [www.gsa.gov/telematics](http://www.gsa.gov/telematics)
  - [GSA Fleet Telematics Program Overview](#)
  - [GSA Fleet Telematics Fact Sheet](#)
  - [Ford OEM Solution Brochure](#)
  - [Ford OEM Telematics Solution Data Set](#)
  - [GM OEM Solution Brochure](#)
  - [GM OEM Solution Data Set](#)

# Thank you for attending today's Desktop Workshop

For additional information on this topic contact:

**GSA Fleet Innovations Branch**

**[fleetsolutions@gsa.gov](mailto:fleetsolutions@gsa.gov)**

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- Check out the Federal Fleet Manager Certification Program - [www.gsa.gov/ffmcp](http://www.gsa.gov/ffmcp)
- Register for future GSA Fleet Desktop Workshops - [gsa.gov/gsa-fleet-training](http://gsa.gov/gsa-fleet-training)
- View pastDesktop Workshops at <http://bit.ly/DtWRecordings>



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